



Tony Knowles, Governor

## Department of Community and Economic Development

### Division of International Trade and Market Development

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**TO:** Alaska seafood companies  
**FROM:** Nancy Babcock, Trade Specialist  
**DATE:** January 14, 2002  
**RE:** Trade lead: Cod and Pollock, fresh and dried

Alaska State Representative in Korea has received the following trade lead. Please respond directly to the company by e-mail or fax, or contact the above trade specialist for further information.

#### **Korean company seeks to purchase Alaska cod and pollock.**

**Company Name:** The Crown Co., Ltd.  
**Line of Business:** Seafood Business  
• Fresh cod, pollock  
• Dried cod, pollock  
**Contact:** Mr. Hyun Shik Min, General Manager  
**Tel:** 011-82-32-422-9311/3  
**Fax:** 011-82-32-435-3420  
**Address:** 1534-2, Juan4dong, Namgu, Incheon, Korea  
**E-mail:** [c9311@korea.com](mailto:c9311@korea.com)

The Crown Company, Ltd. has imported frozen & fresh fish from all over the world, including China, India, Hawaii, Japan and Vietnam, since 1993. In 1999 the company sent a visited Alaska as part of US Agricultural Trade Office Buying Mission. According to Mr. Min, they would like to import fresh cod and pollock by air.

The company sends us the following information:

- They prefer Alaska suppliers located close to an airport, to maintain freshness.
- Alaska suppliers should be able to ship a sizable amount of fresh cod and pollock on a daily basis (except Sunday) to Incheon Airport, Korea.
- They prefer to do business on a exclusive basis, if possible.
- They prefer to do business with a company which can supply dried fish.
- They prefer to do business with a company, which can guarantee on-time delivery and excellent packing.

*From time to time, the Division of International Trade & Market Development receives trade leads and inquiries about potential suppliers of Alaska products. The above information is provided for the benefit of Alaska companies. Consistent with state ethics guidelines and statutes, this does not constitute or imply an endorsement or recommendation by the State of Alaska. In all cases, companies should conduct "due diligence" to establish creditworthiness and should establish payment procedures in advance of any transaction.*